

Massachusetts Group Conversion Guaranteed Issue Nongroup Membership <sup>1</sup>  
as of December 31, 2003

Non Group Membership HMO Total	Barnstable	Berkshire	Bristol	Dukes	Essex	Franklin	Hampden	Hampshire	Middlesex	Nantucket	Norfolk	Plymouth	Suffolk	Worcester	Massachusetts
	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year
As of 12/31/02	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
as of 12/31/03	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
CHANGE JAN to DEC.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0

Nongroup Membership PREFERRED PROVIDER Total	Barnstable	Berkshire	Bristol	Dukes	Essex	Franklin	Hampden	Hampshire	Middlesex	Nantucket	Norfolk	Plymouth	Suffolk	Worcester	Massachusetts
	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year
As of 12/31/02	0	0	0	0	0	0	0	0		0	0	0	0	0	0
as of 12/31/03	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
CHANGE JAN to DEC.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0

Nongroup Membership MEDICAL Total	Barnstable	Berkshire	Bristol	Dukes	Essex	Franklin	Hampden	Hampshire	Middlesex	Nantucket	Norfolk	Plymouth	Suffolk	Worcester	Massachusetts
	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year
As of 12/31/02	1	1	1	0	4	3	3	4	14	0	8	2	3	3	47
as of 12/31/03	3	0	1	0	7	0	4	5	30	1	8	4	9	6	78
CHANGE JAN to DEC.	2	(1)	0	0	3	(3)	1	1	16	1	0	2	6	3	31

Membership Totals	As of 12/31/02	As of 12/31/03	CHANGE	12/31/02 MRKT SHARE	12/31/03 MRKT SHARE	Percentage Change
HMO	0	0	0	0.0%	0.0%	0.0%
Pref Provider	0	0	0	0.0%	0.0%	0.0%
Medical	47	78	31	100.0%	100.0%	0.0%
Totals	47	78	31			

<sup>1</sup> Represents membership in guaranteed issue health plans subject to M.G.L. c. 176M issued only on a group conversion basis. Please see separate report for membership in guaranteed issue health plans available to all eligible persons.